
28 October 2025

2025 Annual General Meeting – CEO Presentation

Melbourne, Australia – SenSen Networks Limited (ASX:SNS) provides the attached CEO presentation to be delivered at today's Annual General Meeting commencing at 10.00am AEDT.

This release is approved by the Board of SenSen Networks Limited.

For further information, please contact:

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Company Secretary
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About SenSen Networks Limited

An innovator in smart urban management solutions, SenSen leads the way in AI technology with the pioneering Live Awareness AI Platform. This revolutionary system analyses data from cameras and sensors in real-world spaces, seamlessly integrating it with contextually significant digital enterprise data for a safer and more efficient global landscape.

SenSen's solutions are alleviating traffic congestion, enhancing road and personal safety, and elevating urban life in prominent cities like Chicago, Las Vegas, Vancouver, Calgary, Singapore, Adelaide, and Brisbane. Additionally, the company's AI-driven technology is generating substantial annual savings for major fuel retail brands, including AMPOL, Chevron and Liberty.

For more information on SenSen's innovative live awareness AI solutions, please visit www.sensen.ai.

SenSen Networks Ltd. (ASX:SNS)

2025 Annual General Meeting

Tuesday, 28 October 2025



About SenSen

Who are we:

World leaders in AI powered remote compliance and digital kerb management solutions

Our customers:

Cities and municipalities, police and enforcement authorities

What we do:

Provide AI powered solutions to automate remote compliance operations to enable equitable access to the kerb, reduce congestion, improve citizen safety on roads, at airports and seaports

How we do it:

- Capture kerb data through vehicle or pole mounted camera/sensor systems
- Data is securely transferred to our secure cloud and integrated with city digital data sources like GIS, digital permits and payments
- Fuse the physical world camera/sensor data with city digital data sources
- Automate enforcement workflows to deliver significant productivity and safety gains

Our Vision



TO BE A **GLOBAL LEADER** IN LIVE (REAL-TIME) AWARENESS AI SOLUTIONS



Australian company
successfully exporting
technology solutions
globally



Strong financial performance

26.5% revenue growth, Gross margin up 38.3% with **EBITDA of \$1.7m** and **EBITDA excluding SBP of \$3.1m**



Targeted debt reduction with 5¹ consecutive quarters of positive operating cash flow

Since year end the company has a **single debt facility** to be repaid following receipt of R&D tax refund



Momentum in North America continues with successful Montreal deployment in Q4

North America now accounts for **41% of revenue**, with **159% growth** year on year



Reduced opex while delivering multi regional customer projects

Operating **expenses reduced** \$1.3M (8.4%) over FY24



New AI technology rollout

Facilitating **rapid deployment** and scalable kerb enforcement

(1) Six quarters including Q1FY26

FY25 Financial Highlights



\$15.4m
Revenue

▲ 26.5% YoY

\$12.1m
Gross Profit

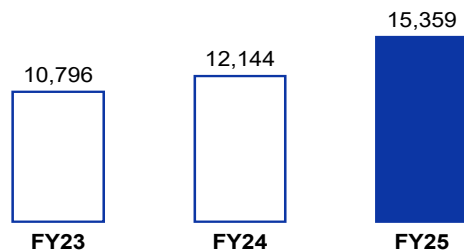
▲ 38.3% YoY

\$1.7m
Operating Cash Flow

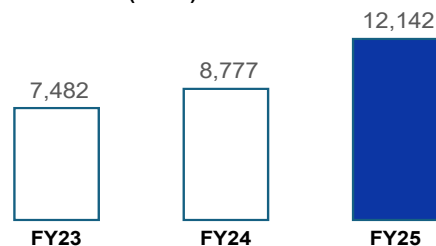
▲ 233.2% YoY

\$1.7m
EBITDA
▲ 199.8% YoY

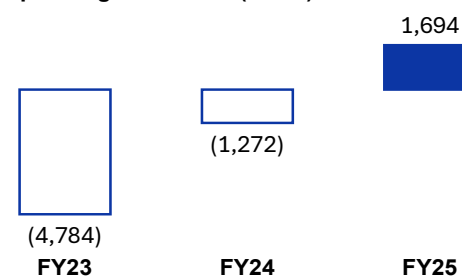
Revenue (S'000)



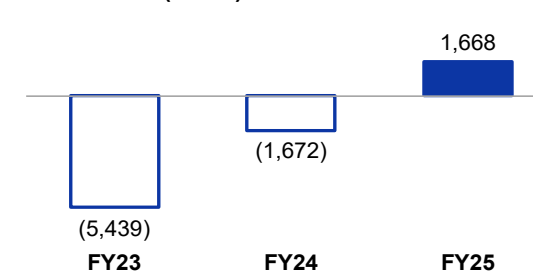
Gross Profit (S'000)



Operating Cash Flow (S'000)



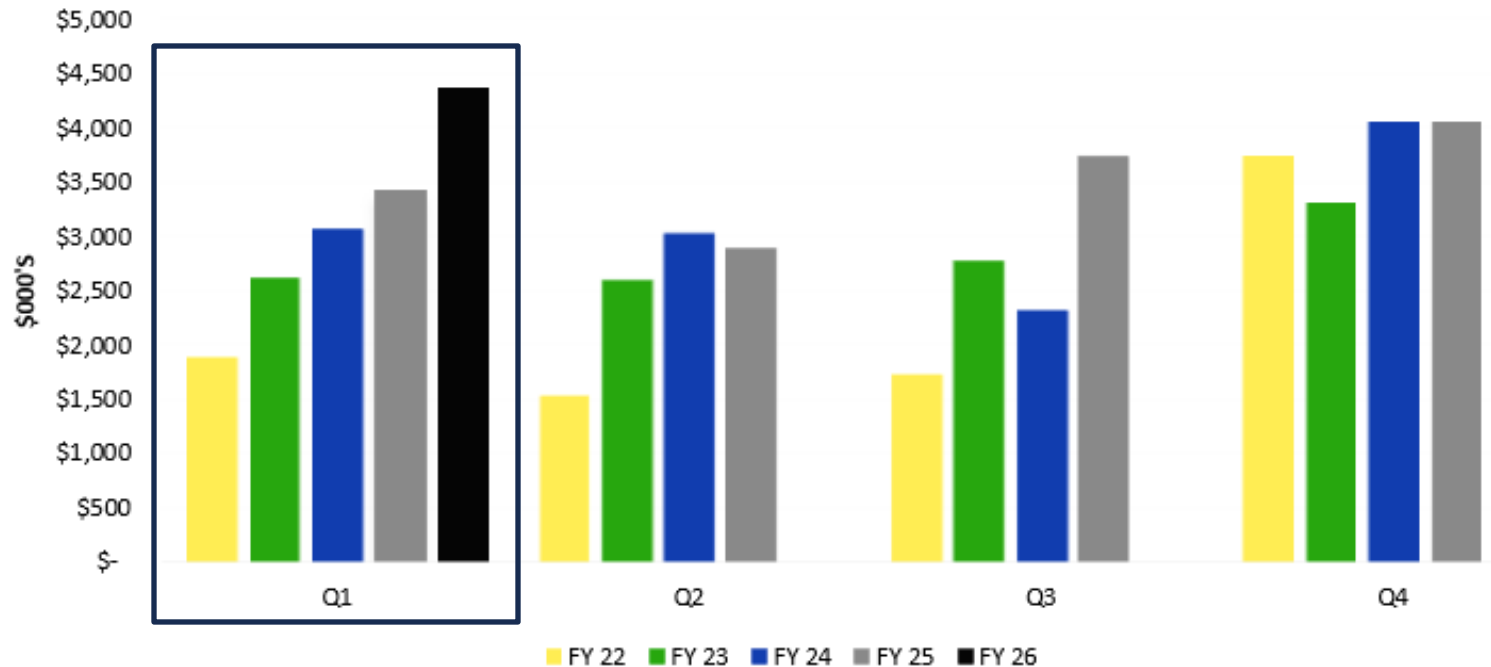
EBITDA (S'000)



Q1 FY26 - Record Quarterly Customer Cash Receipts



Quarterly Customer Cash Receipts



- Record quarterly receipts from customers in Q1 FY26, highlighted by \$1.5M from the Agence de mobilité durable de Montréal project
- 27% increase in customer cash receipts over prior corresponding period
- Sixth consecutive quarter of positive operating cash flows

SenSen Core IP – The Live Awareness Platform – SenDISA



SenDISA is a reconfigurable data fusion platform that sources and fuses data from multiple sensors and systems to extract accurate insights in real time that deliver actionable outcomes quickly and cost effectively

ENTERPRISE SYSTEMS



LIVE AWARENESS OUTCOME



Security



Safety



Compliance



Analytics

SENSORS



Sensors provide multiple inputs about assets or objects of interest

SenDISA uses AI to analyse and fuse sensor data feeds from the physical world to detect & track objects of interest and combine it with enterprise digital data in real time

Accurate actionable insights powering end-to-end automation for improved enforcement officer productivity & safety

SenSen Solution Illustration – Kerb Management



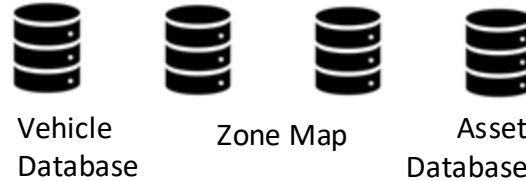
Over 60 city and government customers rely on SenSen's technology to enforce kerb by-law regulations

SENSORS



Multiple fixed and mobile cameras capture images and GPS locations of parked vehicles

ENTERPRISE SYSTEMS



SenDISA

Multi-Sensor Data Fusion Platform

Images and GPS data fused, and cross checked with city council database of local laws, vehicle permits & GIS

LIVE AWARENESS OUTCOME

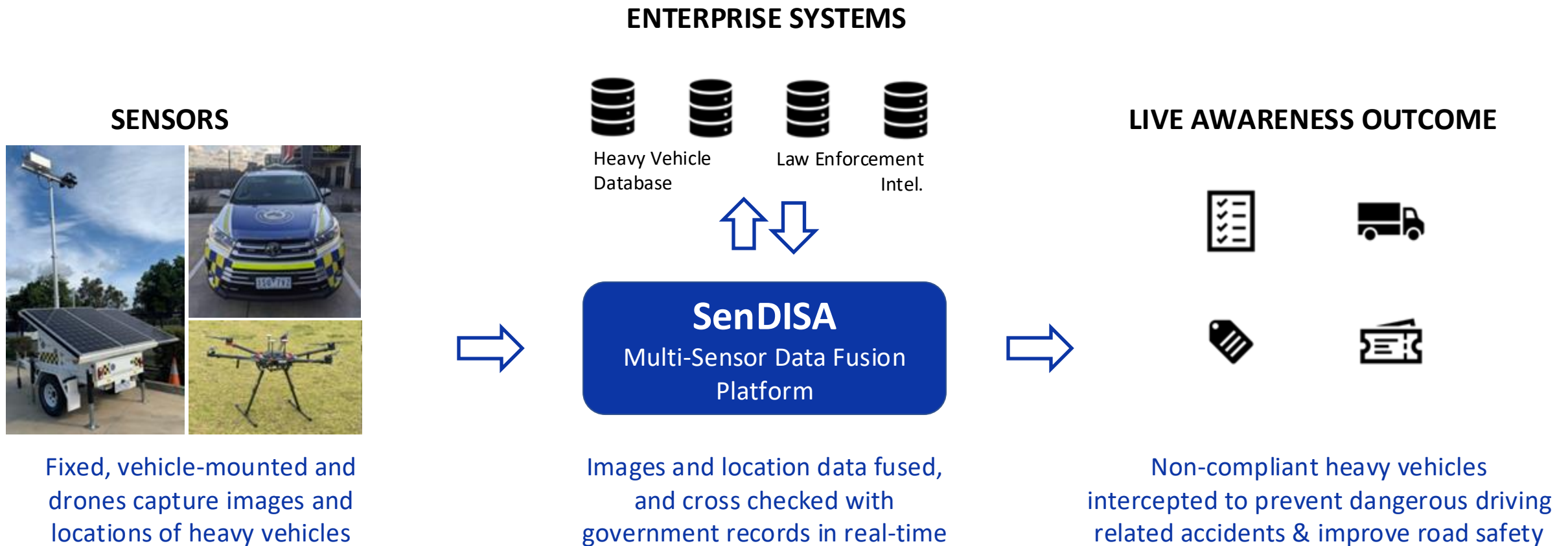


Accurate kerb by-law violation detection & non-compliance notice generation with evidence. End-to-end automation for parking compliance operations – improving officer safety and productivity

SenSen Solution Illustration – Road Safety



Australia's National Heavy Vehicle Regulator relies on SenSen's technology to enforce heavy vehicle safety regulations



SenSen Business Overview



Opportunity

- Help cities regulate and monetise the kerb efficiently and equitably, reduce congestion on roads
- Large & Growing market - 10,000+ cities x 1000's of kms of kerb lengths to manage
- Current manual or partial automation systems fall short of delivering value

Solution

- Fuse data feeds from cameras/sensors and city digital data sources
- AI powered software to automate enforcement workflows
- Agentic AI software automates enforcement workflows

Customer Value

- Improve productivity and safety of enforcement operations
- Empower cities to monitor and monetise more kerb space efficiently
- Create irrefutable digital evidence to support their operations

Revenue & Growth

- Project revenue from installation, integration and commissioning of camera/sensors
- Recurring revenue from software
- Growth through new city wins and upsells to existing customers

Smart Cities – Kerb Management Market



Focus on a large and growing market powered by SenSen AI innovations

- 10,000+ cities with 1000s of KM of kerb each to monitor and enforce
- Traditional manual methods are proving to be impossible to scale; Automation through AI can overcome these limitations
- SenSen is a global leader in AI powered remote compliance and kerb enforcement solutions with multiple award-winning products
- Used by 60+ cities and government agencies and growing rapidly
- Existing customers increasing their coverage and enforcement operations powered by continued SenSen innovations
- Renewed focus on long term sticky customers with minimal churn, growing revenues and high lifetime value
- Net revenue retention over 100%



2017

60+ cities, government and enterprise customers & growing

2025

FY25 Income Statement



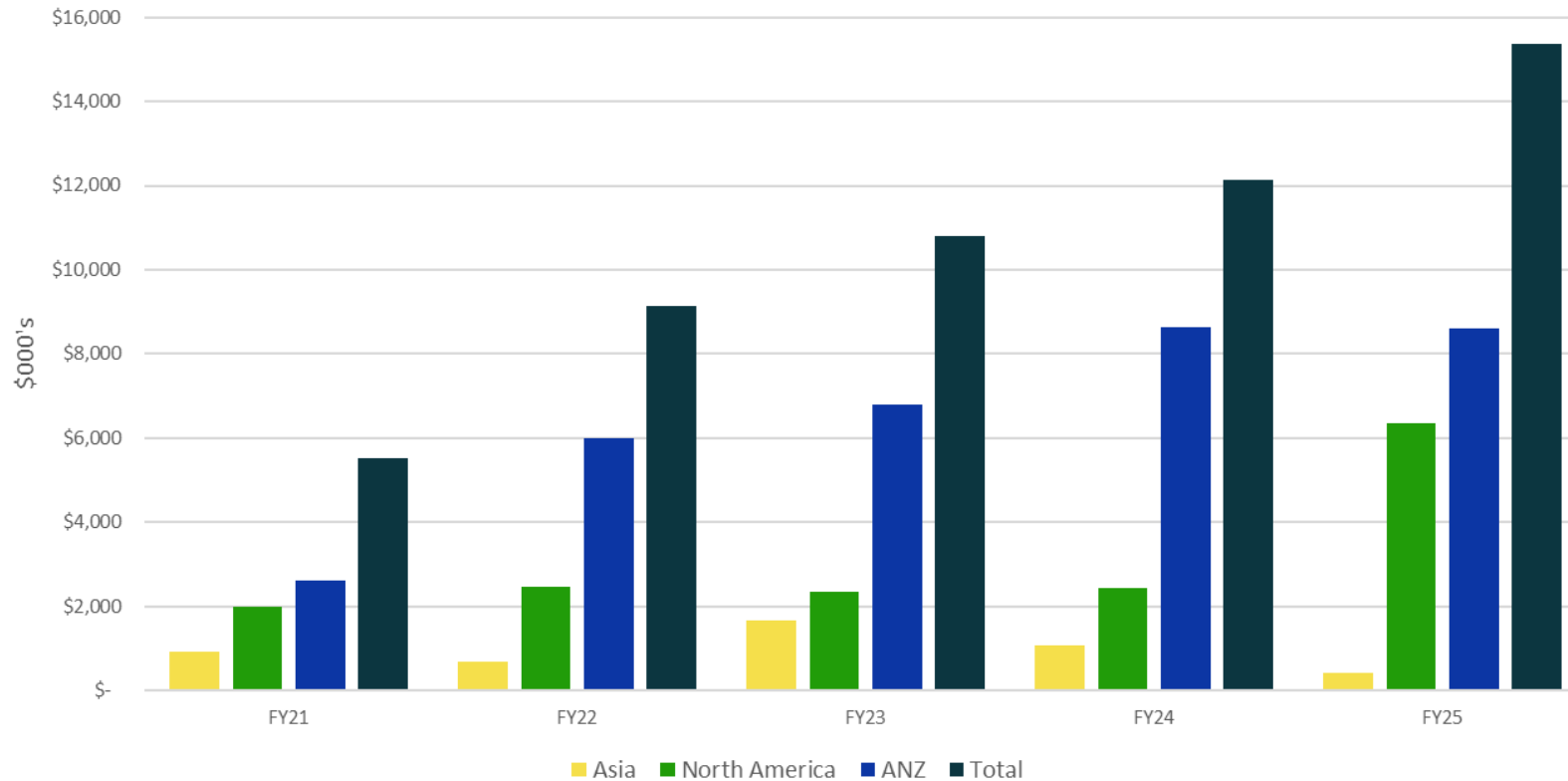
Income Statement				
\$000	FY25	FY24	Movement \$	Movement %
Total revenue	15,359	12,144	3,215	26.5%
Cost of revenue	(3,216)	(3,367)	151	4.5%
Gross profit	12,143	8,777	3,366	38.3%
<i>Gross profit %</i>	<i>79.1%</i>	<i>72.3%</i>		
Other revenue	2,065	2,613	(548)	(21.0%)
Operating expenses	(13,693)	(14,951)	1,258	8.4%
Net profit before tax	515	(3,561)	4,076	114.5%
EBITDA excluding SBP	3,056	(260)	3,316	1,277.0%

- Strong revenue growth. Up 26.5% year on year
- Scale and efficient supply chain supporting growth in Gross Profit, reflecting SaaS based solutions company
- Slight reduction in Other Revenue mainly in reduced R&D grant as resources are deployed to customer outcomes
- Strong cost management and shifting to lower cost regions resulted in reduced OPEX
- EBITDA excluding SBP an outcome of revenue growth and prudent cost management

FY25 Regional Revenue



Revenue by Region



- Effective North American strategy results in 159% revenue growth year on year to \$6.3m, representing over 40% of FY25 revenue
- Increasing North American customer base creating momentum within partner base
- ANZ remains core region to the group at 56%
- Following the exit of gaming, revenue in Asia has been supported by major projects in Singapore with expansion opportunities in the sales pipeline

Q1 FY26 - Cash and Debt Management



Net Debt \$000	FY26	FY25			
	Q1 FY26	FY25	FY24	Movement \$	Movement %
Cash	1,821	2,833	1,657		
Borrowings	(925)	(2,153)	(2,358)		
Net Cash / (Debt)	896	680	(701)	1,381	197.0%

Debt facility summary \$000	Facility		Drawn		
	Q1 FY26	FY25	Q1 FY26	FY25	FY24
CBA overdraft	-	225	-	0	86
Rocking Horse	1,300	1,300	925	925	1,300
TP24	1,200	1,200	-	468	136
Director loans	500	500	-	310	386
CBA Better Business Loan	-	450	-	450	450
Total	3,000	3,675	925	2,153	2,358

- FY25 Net cash improved \$1.4M year on year driven by five quarters of positive operating cash flow
- Q1 FY26 Net cash improvement following sixth consecutive quarter of positive operating cash flows
- Since year end all debt facilities have been repaid apart from Rocking Horse which will be settled on receipt of the R&D tax refund
- CBA loan facility has been closed however the TP24 and Director loan facility remain available if required for working capital

Why Invest in SenSen?

Globally Scalable Business

- Australian technology company exporting globally
- Rapidly growing, recurring software-as-a-Service, hardware, & professional services revenues
- Customers continuously increasing the length of curb - automating enforcement using SenSen
- Each deployment increases economies of scale

Competitive Moat

- Deep integration into city workflows & infrastructure – low churn due to high switching costs
- Entrenched domain expertise
- Bluechip global government customers in Australia, Singapore, USA & Canada

Long Customer Lifetime Value

- Brisbane - 14 years, (ongoing), Calgary – 18 years, (ongoing), Singapore LTA 14 years (ongoing)
- Customers become dependent on automated revenue streams and improved customer service
- Credible reference base with deployments in 60+ cities across 4 continents

Technology Depth & IP

- Proprietary SenDISA Live Awareness AI platform – critical for end-to-end AI powered automation
- Key technology: multi-camera multi-sensor fusion; 15+ years R&D investment
- Patents in real-time video analytics, multi sensor fusion, AI-based compliance

Unique Value Proposition

- SenSen solutions are holistic and integrated with a focus on delivering end-to-end automation
- Competitors are point-solutions delivering incremental enhancements with limited automation
- Startups with smart AI tech – do not appeal to the risk profile of the government customers
- Legacy companies are busy holding on to their existing revenue streams and not disrupting themselves to offer new age AI powered automation solutions
- SenSen with proven global capability to deliver & scale is best positioned to serve the demand for AI powered end-to-end automation solutions within the Smart Cities market

SenSen Networks Ltd. (ASX:SNS)

THANK YOU

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